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SMALL AND PART TIME FARMS

NEWSLETTER.....WINTER 1997

UNITED STATES DEPARTMENT OF AGRICULTURE

Cooperative State Research, Education, and Extension Service
and Land-Grant University System
Plant and Animal Production, Protection, and Processing Division

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Agricultural Research Center in Support of Small Family Farms

The Dale Bumpers Small Farm Research Center of the USDA Agricultural Research Service in Booneville, AR, is positioned to support small family farms by serving as an information resource for all interested parties, including family farmers, on a number of agricultural topics. Our staff members are prepared to answer specific questions pertaining to ruminant livestock (sheep and cattle), grass and legume forages, livestock grazing systems, tree production, pine straw production, alley crops for agroforestry, native grasses, plant materials for resource conservation or wildlife habitats, alternative enterprises for family farms, enterprise planning, marketing, and computerized recordkeeping.

The Center was established to perform research to benefit the small family farmer. Its service region comprises the hill-lands of the Midsouth, where the major crop potentials are in livestock, forages and trees. The research program of the location focuses on the following areas:

- Matching ruminant livestock genetics to the production environment
- Resolution of nutritional deficiencies in grazing ruminants
- Identification of efficient grazing systems for ruminants
- Incorporation of legumes into grazing systems for ruminants
- Design and evaluation of agroforestry systems for family farms
- Development of alley cropping systems for agroforestry enterprises.

Also located at the Center is Plant Materials Center of the USDA Natural Resources Conservation Service. Our staff have special in appropriate plant

materials for resource conservation, water quality, and wildlife habitats. To provide assistance to small family farmers, an Alternative Agricultural Extension Specialist with the University of Arkansas Cooperative Extension Service is based at the Research Center.

For further information, contact:

Beef cattle and sheep production

Dr M. A. Brown

Dr. A. L. Goetsch

501-675-3834

Grass Forages and Grazing Systems

Dr. G. E. Aiken

Dr. T. L. Springer

501-675-3834

Legume forages

Dr. C. A. Blanche

501-675-3834

Forestry and Agroforestry

Dr. R. D. Webster

501-675-3834

Agroforestry Alleycropping

Dr. J. R. King

501-675-5182

Plant materials

Dr. L. M. Tharel

Dr. J. R. King

501-675-5182

Alternative Agricultural Extension

Dr. Billy Moore

501-675-5585

Contact:

Dr. Mike Brown

South Central Family Farm

6883 South State Highway 23

Booneville, AR 72927

Phone: 501-675-3834, Fax: 501-675-2940

E-mail: mabrown@ag.gov

California Farm Conference

Learn more about a variety of topics related to family farming, direct marketing, and agricultural sustainability at the 14th Annual California Farm Conference, February 23-25, 1997, at the Riverside Convention Center, Riverside. Farmers, market managers, researchers, policymakers, educators, and others involved in agriculture. The conference will provide information about current agricultural methods and issues related to the viability of small scale farming, direct marketing, and long-term agricultural sustainability.

Keynote speaker Frieda Caplan of Frieda's Finest in Los Angeles is recognized as one of the nation's most successful entrepreneurs. Known as the "queen of kiwi fruit" she has achieved great success introducing and promoting the fruit. Banquet speaker W. R. Gomes is Director of the California Agricultural Experiment Station and California Cooperative Extension. He will present the Educator at the banquet. Luncheon speaker Lon Hatamiya is from Marysville, California, where his family has farmed for 90 years. Appointed to the USDA by President Clinton in 1993, he is the Administrator for the Agricultural Marketing Service.

Conference events include a trade show, food and wine tasting, short courses, association meetings, and tours of farmers' markets, area farms, and the University of California- Riverside campus. Workshops cover specific areas of crop production, sustainable production, farm management, certified farmer's markets, and general marketing.

Joining the University of California Small Farm Center as conference sponsors are the California Federation of Certified Farmers' Markets, Community Alliance with Family Farmers, Marin County Farmers' Market Association, Pasadena/Glendale Certified Farmers' Markets, Riverside County Farm Bureau, Southland Farmers' Market Association, University of California Cooperative Extension Riverside County, the University of California Sustainable Agriculture Research and Education Program, and the Ventura County Certified Farmers' Markets.

For further information, contact:

Small Farm Center
University of California
Davis, CA 95616-8699
Telephone: 916-752-8136

Organic Farming: A Viable Alternative Enterprise in Northern Alabama

Several people in Northern Alabama have contacted the Small Farm Program at Alabama A&M University to inquire about organic farming. Organic farming and gardening is a popular alternative enterprise, not only in Alabama, but nationwide. The organic produce market is expanding rapidly. According to the Natural Foods Merchandiser, revenues from organic produce climbed to \$2.8 billion in 1995, up 22 percent from the previous year. Most producers and extension specialists recommend starting small. Begin by building a healthy soil, which will support growth of healthy plants. Expand the size of your operation as you gain knowledge and experience.

The term "organic" refers to a process rather than a product. Thus, an organic produce is one that is grown without the use of synthetic chemicals or pesticides. One of the important goals of organic farming is to promote healthy and environmentally safe agriculture. As the market for organic produce expands, the need for growers to follow certain established production standards is also increasing. Compliance with these standards must be verified by an independent third party— a process called certification.

If you are considering commercial organic farming or gardening, please contact your nearest certification agency for information. Alabama residents may contact the Georgia Organic Growers Association at 770- 621-4661. You may also call the Small Farmer Outreach and Technical Assistance Program at 1-800 548-5000.

Success Story -- Working with Fish Farmers

Feed costs to ornamental fish farmers has been successfully decreased between 7 and 20-fold by using marine fish technologies on fishes. Time to market has also decreased 2-fold using this technology. Time between breeding has also decreased from 23 days to 5 days. Last year, there were no farmers shipping ornamental fishes to the mainland, now there are about 100 growers on-line. Our breeding work has been accepted for publication.

For further information, *contact*:

Dr. Harry Ako
3050 Maile Way
University of Hawaii at Manoa
College of Tropical Agriculture
and Human Resources
Honolulu, Hawaii 96822
Telephone: 808-956-2012

International Opportunities in Armenia

The USDA Agricultural Marketing Assistance Project, now in its sixth year of assisting Armenia in its transition to a market economy, has four 6-10-month assignments in Armenia available during 1997. Expertise is sought in county-level extension administration, market information systems, cooperative and agribusiness development, and agricultural marketing.

To apply, send a resume to:

Tim Grosser
USDA-CSREES, 3908 South Building, S.W.,
Washington, DC 20250
Telephone: 202-690-1255
Fax: 202-690-2355
E-mail: tgrosser@reeusda.gov

What is Rural?

We can often tell a place is rural when we see it. Social scientists who study rurality use several perspectives. These include space, population, social interaction, culture, occupations, and quality of life.

Space: Rural places are typically remote from urban and suburban places. There is distance to, from, and within rural areas. Those who live in a rural environment have to live with the realities of rural space. While new technologies make it possible to close communication distances, goods and many services still must be physically transported across rural space.

Population: Rural areas are sparsely populated, and rural communities are small in comparison to urban places. With few people, small places, and large spaces, rural population densities are lower. The U.S. Census officially defines urban places as incorporated with 2,500 or more people. Rural is everywhere else. Metropolitan and nonmetropolitan counties also indicate rurality. Metro areas have central cities of 50,000 or more people plus adjacent counties with strong social ties to the primary county. Nonmetro counties do not have large central cities or such strong social ties to a metro county.

Social Interaction: Because of the distances, rural people may experience different social interaction patterns from those living in urban areas. Many rural social contacts take place among people having long-term acquaintances and friendships. Therefore, rural people are more likely to interact with each other in whole-person relationships rather than merely through the specialized roles used in many urban contacts.

Culture: Rural culture refers to the styles of life along with attitudes, beliefs, values, and ways of thinking found in rural areas. Rural culture is seen through ways of speaking, traditions, family or community customs, and tastes for things ranging from food to music, recreation, and goods and services.

Occupations: Rural areas contain our natural and environmental resources. Consequently, many rural occupations are extractive jobs in agriculture, forestry, mining, or fisheries. To the extent that food, fiber, lumber, minerals, or other items can be processed in rural areas before being shipped out, benefits to local rural economies are generally greater. Rural occupations also include many recreational and retirement services.

Quality of Life: Rural quality of life involves personal satisfaction as well as desirable social, cultural, and physical conditions. Most research on rural quality of life deals with socioeconomic, physical, and health conditions. Many people are happy to live in rural areas.

Does Rural Matter? An objective of rural social science is to improve rural quality of life by applying what can be learned through the above concepts. Since the needs of rural people are met through social interactions set in rural space, demography, culture, and extractive occupational systems, there can be important differences in how policies, programs, and services affect the quality of life of rural people and places.

For additional information, contact:

Dr. Ronald Wimberley
Professor of Sociology
North Carolina State University, Raleigh,
919 515-7431, or
E-mail Wimberley@NCSU.EDU.

Rabbits from the Cooperative Extension Viewpoint

The following is a synopsis of "Rabbits from the Cooperative Extension Viewpoint", a symposium presentation at the annual meeting of the American Society of Animal Science (ASAS) in Rapid City, SD, July 22-26, 1996.

Rabbit production in the United States continues a somewhat roller coaster existence, up and down with peaks and valleys. Stride towards the recognition of commercial rabbit production as a viable industry has been hastened through advances in technology and information delivery involving research and extension programs. However, marketing and market instability continue to hinder the expansion and profitability of rabbit production. Given these facts, the views, thoughts, and ideas of individuals affiliated with the rabbit industry were solicited as to the industry's future as a viable economic enterprise.

Surveys were mailed to 30 individuals, in 19 states. The respondents were employed in research, extension, marketing, or production specialist positions in academia or industry. Five questions were asked: (1) Who are the clientele? What is the clientele's breakdown in terms of youth and adults as well as the type of production: fancy (show), backyard meat, commercial meat, and other production such as lab stock or Angora.; (2) What are the problems faced in terms of production, marketing, etc.?.; (3) What are the problems associated with promotion of rabbit meat?; (4) What are some reasons for the failure of rabbit enterprises, processors, or businesses in the U. S.?.; and (5) What is the future prognosis for the rabbit industry? Individual responses to the above questions were summarized.

In summary, rabbit production is a minor economic enterprise dominated by small and part-time producers. Although demand for rabbit meat exists, marketing and production problems continue to hinder the expansion and profitability of rabbit production. Recognizing its past failings and limitations, the prognosis of the rabbit industry is still promising given that (1) rabbit production can be an "appropriate resource" used to supplement ongoing rural and non-rural enterprises, undertakings, and development; (2) rabbit production has enormous potential as a supplier of low-fat, low-cholesterol, high-protein meat, organic gardening materials, and fish bait (worms), and (3) rabbit production lends itself well to backyard home-based business enterprises and to youth development and entrepreneurship projects.

A commitment to excellence, in terms of production and good marketing skills, is critical to a successful and profitable rabbit industry.

For a copy of the presentation, contact:

Dr. M. Ray McKinnie
North Carolina Cooperative Extension
Program, North Carolina A&T State
University, P.O. Box 21928
Greensboro, NC 27420-1928.
Telephone: 910-334-7957
Fax: 910-334-7207

Community Food Projects

The Community Food Projects' grants will enable communities to develop comprehensive, long-term strategies to address local food, farm, and nutrition issues. The projects will increase access to nutritious, affordable food for low-income people through local food projects such as community gardens, community shared agriculture, and farmers' markets.

The Federal Agricultural Improvement and Reform Act of 1996 established a new authority for Community Food Projects. They will be funded through Federal grants and will support the development of community food projects designed to meet the food needs of low-income people, increase the self-reliance of communities in providing for their own food needs; and promote comprehensive responses to local food, farm, and nutrition issues. Additionally, the projects will:

- (1) develop linkages between two or more sectors of the food system;
- (2) support the development of entrepreneurial projects;
- (3) develop innovative linkages between the for-profit and nonprofit food sectors; or
- (4) encourage long-term planning activities and multi-system, interagency approaches.

The grants are intended to help eligible private nonprofit entities that need a one-time infusion of Federal assistance to establish and carry out multi-purpose community food projects. In FY 96, \$1 million was available to fund 13 of the 121 proposals that were time matching grants. In FY 1997, an additional \$2.5 million will be available to other

communities to implement similar local programs. The Request for Proposals (RFP) will be released early in 1997.

Individuals and organizations interested in receiving the complete requests for proposals which include all necessary application forms, may contact the Proposals Services Unit at (202) 401-5048, with electronic mailing address (e-mail):psb@reeusda.gov and ask to be put on the permanent mailing list for the Community Food Projects' RFP.

For further information, contact:

Dr. Mark Bailey
Cooperative State Research, Education,
and Extension Service, Stop 2241
U.S. Department of Agriculture
Washington, DC 20250-2241
Telephone: 202-401-1898
E-mail: mbailey@reeusda.gov.

OR

Dr. Elizabeth Tuckermanty
Cooperative State Research, Education,
and Extension Service
U. S. Department of Agriculture
Stop 2225, Washington, DC 20250-2225
Telephone: 202-720-5997
E-mail: etuckermanty@reeusda.gov



**Call 1-800-386-3040 for Information and Technical Assistance
on Improving Community Access to Food**



The U.S. Department of Agriculture, Food and Consumer Service (FCS) is sponsoring a toll free "800" Food Access Hotline. The Hotline will offer information and technical assistance on strategies to improve access to nutritious and affordable food. These include attracting supermarkets, full-line grocery stores, farmers' markets, and public markets into communities, as well as developing food cooperatives and transportation options.

The "800" number will offer the following types of services:

Information Dissemination

- ☐ A list of references included in the research effort
- ☐ A list of food access resource organizations
- ☐ Definitions of food access strategies
- ☐ An annotated bibliography, available in January 1997

Technical Assistance

- ☐ Discussion of strategies appropriate for a particular situation
- ☐ Recommendations on how to implement strategies and address problems that may arise in the process
- ☐ Suggestions on additional sources for technical assistance

The Hotline will be operated and staffed by CRP, Incorporated under contract to FCS. Callers may make requests for informational services Monday through Friday from 9:00 a.m. to 5:00 p.m., EST. A technical assistance expert will be available on Mondays and Tuesdays from 11:00 a.m. to 3:00 p.m., EST to provide more specific support. We encourage your use of this service.

1 (800) 386-3040

America the Beautiful Fund

806 15th Street, NW, Suite 219, Washington, D.C. 20005 Tel. (202) 638-1649

FREE SEEDS!

OPERATION GREEN PLANT 1997

As a friend of America the Beautiful Fund, we want to share with your local charitable group a gift of FREE SEEDS! We have been given a supply of commercial grade flower, vegetable, and herb seed packets for charitable and civic projects to use.

We are offering between 100 and 1000 seed packets on the basis of availability and relative need for volunteer efforts to grow food for the needy, elderly, handicapped and confined; for charitable plant sales; to beautify neighborhoods; to start new educational programs; and to show that growing plants can give people and communities new hope as they help to beautify and nourish America. These are 1995 and 1996 seeds with germination rates of 85% to 90%.

Since the early days of America, part of the democratic spirit on which this country was built took form in the sharing of gardening skills and plants. As the Native Americans shared their plants with hungry Pilgrims, so we now advocate plants as a means to promote charitable good works.

Now you can give a gift of seeds to your local school, church, library, senior center, civic group or hospital for only the cost of postage & handling! (Please note that our supply limits us to a maximum donation of 25 herb packets per project.)

To request a Free Seed Grant, simply:

1. Fill out the application form below
2. Attach a short letter describing your project
3. Enclose a check for Shipping & Handling.
4. Mail it to the following address:

America the Beautiful Fund, 806 15th St., NW, Suite 219, Washington, D.C., 20005

OUR SUPPLY IS LIMITED SO SEND IN YOUR REQUEST TODAY! And don't forget your membership contribution for our newsletter, hotline, & educational materials.

☐ I/We don't have a specific charitable project, but here is a contribution of \$_____ for shipping seeds to needy projects in America.

Contact Name _____

Project Name _____

Address (for UPS Delivery) _____

City _____ State _____ Zipcode _____

Phone (including Area Code) _____

SHIPPING & HANDLING FEES

1st set of 100 packets... = \$ 9.95
____ Additional set(s) X \$5.00 = _____

PLEASE SPECIFY DESIRED AMOUNTS BELOW

Vegetables: _____ Packets

Flowers: _____ Packets

Herb (LIMIT 25): _____ Packets

Annual Contributing Membership (\$10) _____

TOTAL (S/H + MEMBERSHIP): \$ _____

For office use only: PAID _____ AMOUNT _____ CHECK # _____ Dept. _____

Loans for Beginning Farmers and Ranchers

USDA'S Farm Service Agency (FSA) has a special program to help young people entering agriculture and, at the same time, to provide additional ways for older farmers to transfer their land to future generations. This assistance is called the Downpayment Farm Ownership Loan Program.

Who Can Get a Loan?

Eligibility is determined by the FSA county committee based in part on local agricultural practices. To be considered for a downpayment loan, an applicant must provide at least 10 percent of the purchase price of the farm or ranch.

Who Is a Beginning Farmer or Rancher?

A beginning farmer or rancher is an individual or entity who:

- Has never operated a farm or ranch, or has not operated one for more than 10 years.
- Will materially and substantially participate in the operation of the farm or ranch.
- Provides substantial day-to-day management and labor.
- Agrees to participate in FSA loan assessment and borrower-training programs.
- Does not own farm property, or who directly or through interests in family farm entitles, does not own land totaling more than 25 percent of the average farm or ranch acreage of the county where the property is located.

If the applicant is an entity, all members must be related by blood or marriage. All stockholders in a corporation must meet the criteria for beginning farmers or ranchers.

What Are the Loan Requirements?

- Loans may equal 30 percent of the purchase price or appraised value, whichever is lower, of the property to be acquired. The applicant may request a lesser amount.
- The interest rate for the loan is set by law at 4 percent. The remaining balance, not to exceed 60 percent, may be made by a commercial lender and guaranteed by FSA, but at a higher interest rate, or may be financed by a private party. FSA's guarantee may be as high as 95 percent of the loan amount.
- The purchase price or appraised value (whichever is lower), of the farm or ranch cannot exceed \$250,000.

Joint Financing Plan

Beginning farmer or rancher loan applicants may choose to participate in a joint financing plan. Under this plan, which is available to other applicants as well, FSA lends up to 50 percent of the amount financed, and another lender provides 50 percent or more. FSA may charge an interest rate of not less than 4 percent.

Where to Apply

Applications may be made at the FSA county office serving the county where the farming operation will be conducted. The local FSA office is listed in the telephone directory under U. S. Government, Department of Agriculture, Farm Service Agency.

Applicants who are considered beginning farmers or ranchers have the option of applying under the regular, special operating, or ownership loan programs.

Source: USDA-Farm Service Agency

Fund for Rural America

The Fund for Rural America will continue the Administration's work to expand economic opportunities for rural Americans. The 1996 Farm Bill allocates \$100 million per year for the next three years to the Fund For Rural America.

The general purposes of the Fund For Rural America are to:

- Increase international competitiveness, efficiency, and farm profitability
- Reduce economic and health risks
- Conserve and enhance natural resources
- Develop new crops, new crop uses, and new agricultural applications of biotechnology
- Enhance animal agricultural resources
- Preserve plant and animal germplasm
- Increase economic opportunities in farming and rural communities
- expand locally owned value-added processing
- Focusing on specific issues/needs and encouraging a wide range of approaches and solutions
- Overcoming stovepipe approaches to meeting client needs/solving problems
- Capacity building through leadership training and local empowerment
- Economic stability and security for producers and rural communities
- partnerships strengthened and developed
- Apply, develop, and utilize existing knowledge to address problems /needs
- Demonstrate impact expeditiously
- Learn from the succes of others in addressing issues.

Common Themes:

- Interpreting purposes of the Fund broadly to respond to many transitional factors affecting agriculture and rural America

At this time, a solicitation for proposals has not been published. If you would like to receive the application materials upon the announcement of the proposals, please send your mailing address to:

Maria Bynum
448-A Whitten Building
USDA-OC
Washington, DC 20250
Telephone: 202-720-5192
Fax: 202- 690-3611
E-mail: maria.bynum@usda.gov

EPA Requests Applications for 1997 Science Research Grants

The U. S. Environmental Protection Agency (EPA) is requesting applications for its first round of 1997 research grants. The grants program, designed to promote a more comprehensive integration of research and to engage the Nation's best scientists in the areas of human and ecological risk, includes the following topics: exploratory research; ecosystem indicators; complex exposures and human variability in risk assessment; ambient air quality; health effects of particulate matter; drinking water; and contaminated sediments. Application due dates vary by topic from January 15 to February 15, 1997.

Over the coming months, EPA will be requesting applications for additional research grants to be awarded in conjunction with several other federal and private organizations, including the National Science Foundation, the National Cancer Institute and the National Aeronautics and Space Administration.

Application information is available electronically at <http://www.epa.gov/nerqa> or by calling the EPA Grants and Fellowship Hotline at 1-800-490-9194.

EPA Small Grants Program Solicits Proposals

The EPA's office of Environmental Justice Small Grants' Program will award \$2,500,000 in grant funds to eligible organizations in Fiscal Year (FY) 1997. Applications must be mailed to your appropriate EPA regional office and postmarked no later than Friday, March 7, 1997.

Purpose: This is to provide financial assistance to eligible community groups (i.e., community-based/grassroots organizations, churches, or other non-profit organizations) and federally recognized tribal governments that are working on or plan to carry out projects to address environmental justice issues.

Eligibility: Any affected, non-profit community organization or federally recognized tribal government may submit an application. Individuals are not eligible to receive grants.

What Types of Projects Are Eligible for Funding?

In most cases, your project will include activities outlined in the environmental statutes that include: Clean Water Act, Safe Drinking Water Act, Solid Waste Disposal Act, Clean Air Act, Toxic Substances Control Act, Marine Protection, Research, and Sanctuaries Act.

Matching Funds: Applicants are not required to provide matching funds. To receive some application materials, the contact address is:

Office of Environmental Justice
EPA, 401 M Street, SW, Code 2201A
Washington, DC 20460
Phone: 1-800-962-6215 or 202-564-2515
Fax: 202-501-0740

JOB BANKS

<i>SITE</i>	<i>WEBSITE ADDRESS</i>
America's Employers	http://www.americasemployers.com
America's Job Bank	http://www.198.242.25.25 or http://www.ajb.dni.us/
Career Builder	http://www.careerbuilder.com
Career Path Classifieds	http://www.careerpath.com
Career Search	http://www.greatinfo.com/businee_cntr/career.html
Department of Interior Automated Vacancy Announcement Distribution System	http://www.usgs.gov/doi/avads/index.html
DICE Consultants Data Base	http://www.dice.com
Federal Career Opportunities	http://www.fedjobs.com
Fed World Information Network	http://www.gov./pub/jobs.htm
Government Executive Magazine's Hotlinks to Federal Agencies' Job Sites	http://www.govexec.com/careers/indfedvc.htm
Netshare	http://www.netshare.com
Office of Personnel Management's Job Site	http://www.usajobs.opm.gov
Rile Guide: Employment Opportunities and Job Resources on the Internet	http://www.jobtrak.com:80/jobguide/
Westtech Career Expo	http://www.careerexpo.com/pub/westtech
Academic Job Listing	http://www.galaxy.einet.net/GJ/employment.html
Adams Job Listing	http://www.adamsonline.com
Best Bets on the Net	http://www.asa.ugl.lib.umich.edu/chdocs/employment/
Career Magazine	http://www.careermag.com/careermag
Career Mosaic	http://www.careermosaic.com
Career Net	http://www.careers.org
Career Placement Opportunities on the Internet	http://www.coba.acu.edu/COBA/Job_Search.html

USDA INTERNET WEBSITES

<i>AGENCY</i>	<i>SITE</i>
Office of Communications	http://www.usda.gov
Farm Service Agency	http://www.fsa.usda.gov
Foreign Agricultural Service	http://www.usda.gov/fas
Food and Consumer Service	http://www.usda.gov/fcs
Food Safety and Inspection Service	http://www.usda.gov/agency/fsis/homepage.html
Agricultural Marketing Service	http://www.usda.gov/ams/titlepag.htm
Animal and Plant Health Inspection Service	http://www.aphis.usda.gov
Grain Inspection, Packers and Stockyards Administration	http://www.usda.gov.gipsa
Forest Service	http://www.fs.fed.us
Natural Resources Conservation Service	http://www.ncg.nrcs.usda.gov
Agricultural Research Service	http://www.ars.usda.gov
National Agricultural Library	http://www.nalusda.gov
Cooperative State Research, Education, and Extension Service	http://www.reeusda.gov
Economic Research Service	http://www.econ.ag.gov
National Agricultural Statistics Service	http://www.usda.gov/nass
Rural Business-Cooperative Service	http://www.rurdev.usda.gov
Rural Housing Service	http://www.rurdev.usda.gov/agency/rhcds/html/rhcdhome.html
Rural Utilities Service	http://www.usda.gov/rus/home/home.htm

PUBLICATIONS

Sustainable Agriculture Contributes to Vital Rural Communities

There are many ways to manage change in agriculture, including alternatives to the "bigger is always better" approach. A 22-minute video, produced by Iowa State University Extension in cooperation with the Western SARE/ACE Program and the North Central Regional Center for Rural Development, shows why social capital and community are critical for managing change in agriculture, as well as how sustainable agriculture contributes to vital rural communities. Any questions concerning this program should be directed to: Dr. Cornelia Flora of the North Central Rural Development Center at Iowa State University, phone number is 515-294-1329.

The video, *Social Capital and Sustainability: the Community and Managing Change in Agriculture*, describes the mutual dependence of rural communities and the landscape that surround them. It explains how changes such as reduced federal programs, increased globalization of markets, advanced information systems, and increased concern for the environment alter the landscape and require changes in human, financial, and social resources within the community.

Social Capital and Sustainability focuses on the role of sustainable agricultural systems in managing change in agriculture. The video points out that these systems rely on sharing information, openly discussing problems, learning from past experiences, envisioning the future, and accepting the fact that each farm will be different.

To order this video, contact::
Extension Distribution Center
119 Printing and Publications Building
Iowa State University
Ames, IA 50011
Publication #EDC-88; Cost: \$20.00
Telephone: 515-294-5247
Fax: 515-294-2945
E-mail: pubdist@exnet.iastate.edu

Farmers' Markets '96: The What's Hot/What's Not Guide for Growers and Managers

This 12-page report reveals the latest tips and trends in agricultural marketing, including hot products (fresh and value-added), new display ideas, merchandising and selling tips, and farmers' market promotion ideas as well as key issues and challenges. The report is also available through "The Farmers' & Gardeners' Resource Catalog" web site at <http://www.innercite.com/~newworld>

Other valuable resources include:

- *Sell What You Sow! The Grower's Guide to Successful Produce Marketing*, 304 pp.
- *Wild Herbs in Your Backyard: A Pocket Guide for Identifying and Using Commonly Found Plants of Exceptional Medicinal and Nutritional Value* 80 pp.
- *The Hot 50 Farm Marketing Tips* 6pp.
- *The Farmers' and Gardeners' Resource Catalog*. Free catalog listing dozens of books on agricultural, gardening, and herb topics.

To order, contact:

Eric Gibson
3085 Sheridan Street
Placerville, CA 95667
Telephone: 916-622-2248
E-mail: newworld@innercite.com

WebSite:

<http://www.innercite.com/~newworld>

How to Start a Cooperative

This guide outlines the process of organizing and financing a cooperative business. Rather than being a complete handbook, this publication represents the most important elements to consider when forming a cooperative. It lists what special expertise is necessary, and where to look for help.

Earlier versions of this publication emphasized working with groups of agricultural producers to develop markets and sources of supply for farm operators. This version has been broadened to also include nonfarm cooperative applications. The cooperative business structure, already shown to be successful in agriculture, has been found to be useful in helping others obtain desired benefits or provide needed services in areas like housing, utilities, finance, health care, and small business support.

Cooperative Information Report 7

Revised September 1996

By Galen Rapp and Gerald Ely

To obtain a copy of this guide, *contact:*

Patricia Burns
USDA-Rural Development
Stop 3255, 1400 Independence Ave, S.W
Washington, DC 20250-3255
Telephone: 202-720-5378
Fax: 202-720-4641

Mushroom Publications*

Books

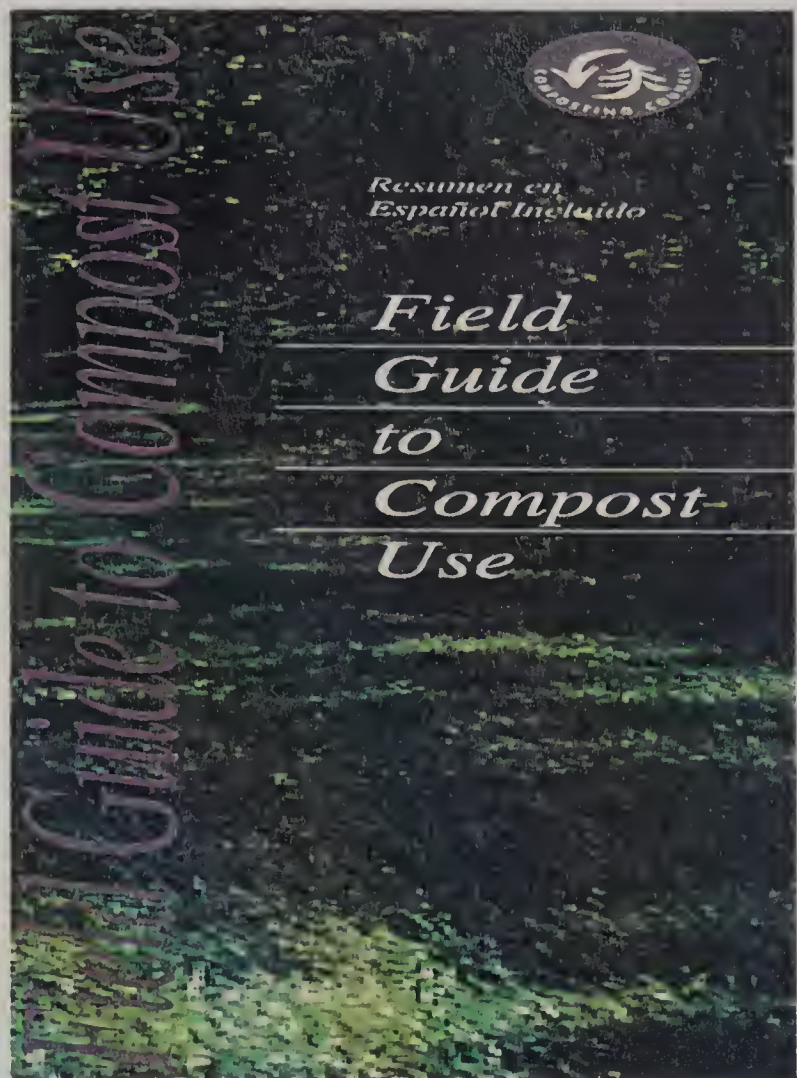
1. The Mushroom Hunter's Field Guide
(All Color & Enlarged 316 pages)
By Alexander H. Smith & Nancy Smith Weber, Price: \$24.95
2. Hallucinogenic & Poisonous Mushroom— Field Guide,
By Gary P. Menser (124 pages),
Price: \$14.95
3. The Mushroom Cultivator
A Practical Guide to Growing Mushrooms at Home, By Paul Stamets & J.S. Chilton
(415 pages), Price: \$29.95
4. The Mushroom Book —
How to identify, gather, and cook wild mushrooms and other fungi
By Thomas Laessol, Ann Del Conte, & Gary Lincoff (256 pages)
Price: \$29.95

*Available at most local bookstores

Field Guide to Compost Use

The Field Guide to Compost Use (128-page) provides compost-use instructions that have been verified through research and field experience. It condenses and simplifies compost-use guidelines, the 13 that are currently available, technically based, and includes a step-by-step description of compost-use in specific applications. The most important data are translated into Spanish. The guide also discusses the benefits of using compost.

To obtain a copy, contact:
The Composting Council
114 South Pitt St
Alexandria, VA 22314
Telephone: 703-739-2401
Fax: 703-739-2407
E-mail: comcouncil@aol.com

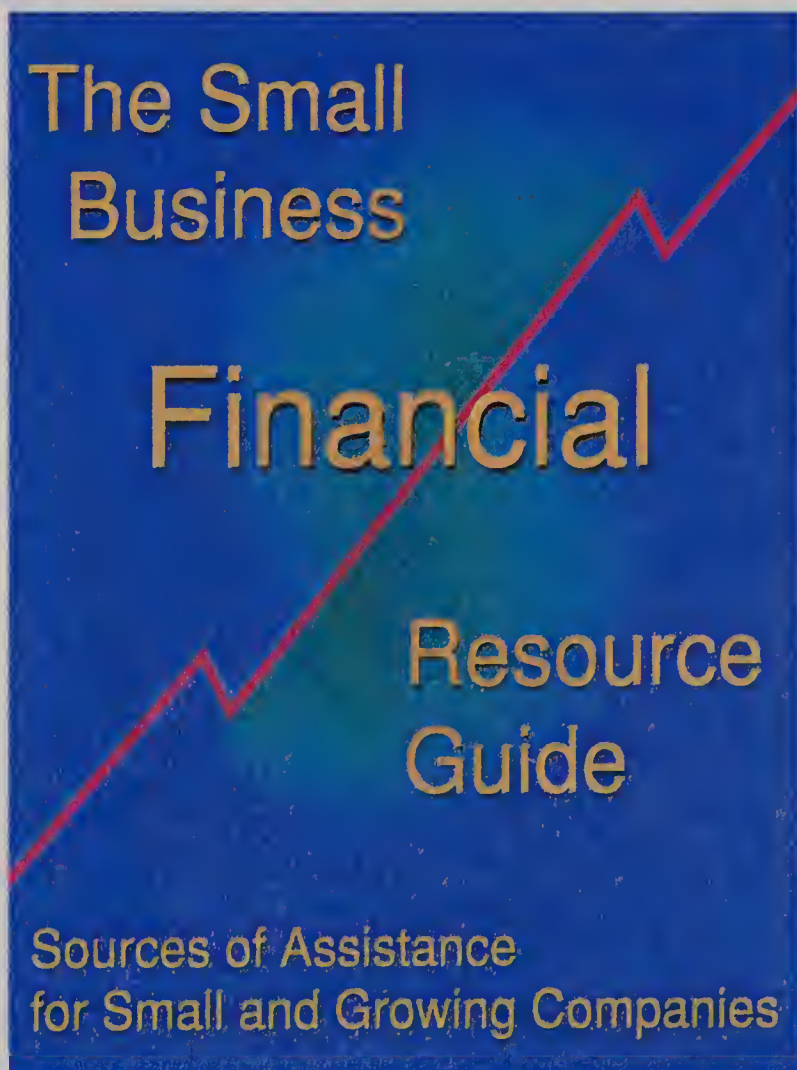


Small Business Financial Resource Guide

This 151-page book is a guide to resources and financing for small businesses. Topics discussed include: business planning and financial success (including why businesses fail); selected sources of federal financing for short- and long-term needs; and private-sector and on-line sources of financial assistance. Also provided is a state-by-state directory of programs and assistance funded.

To obtain a copy, contact:

Small Business Center
U. S. Chamber of Commerce
1615 H Street, NW,
Washington, DC 20062
Telephone: 202-463-5503
Fax: 202-887-3445



Commercial Watermelon Production

Improving the profitability of watermelon production is the focus of this 35-page bulletin for growers. Topics include watermelon, culture, soils and fertilizer management, transplants, plastic mulch, diseases, insect management, sprayers, irrigation, weed control, harvest and handling, production costs, and marketing.

To obtain a copy, contact:

Dr. William Mizelle, Jr.
Cooperative Extension Service
University of Georgia
Athens, GA 30602
Telephone: 706-542-1861
Fax: 706-542-4131
E-mail: bmizelle@agecon.uga.edu

COMMERCIAL WATERMELON PRODUCTION



Cooperative Extension Service / The University of Georgia College of Agriculture / Athens

Commercial Pepper Production

This publication (35 pp) discusses 13 topics related to pepper. The information it provides is designed to assist growers improve the profitability of pepper production. Topics discussed include transplant production, irrigation, physiological problems, lime and fertilizer management, sprayers, diseases, insect management, weed control, and marketing.

To obtain a copy, contact:

Dr. William Mizelle Jr.
Cooperative Extension Service
University of Georgia
Athens, GA 30602
Telephone: 706-542-1861
Fax: 706-542-4131
E-mail: bmizelle@agecon.uga.edu

Commercial Pepper Production



COOPERATIVE EXTENSION SERVICE / THE UNIVERSITY OF GEORGIA COLLEGE OF AGRICULTURE / ATHENS

Structural and Financial Characteristics of U.S. Farms, 1993

Statistics from USDA's 1993 Farm Costs and Returns' Survey are highlighted in this 104-page report. Information presented includes: structural characteristics of farm operations, farmland ownership and use, farm finances, characteristics of farm operators, and linkages between farm operators and their communities. The report also notes that commercial farms (with gross sales of \$50,000 or more) made up 27 percent of all farms but accounted for 90 percent of gross sales.

To obtain a copy, contact
ERS-NASS
341 Victory Drive
Herndon, VA 20170-5217
1-800 999-6779
Cost: \$12, Order # AIB-728



An Economic Research Service Report

Structural and Financial Characteristics of U.S. Farms, 1993

18th Annual Family Farm
Report to Congress

Robert A. Hoppe, Robert Green, David Banker
Judith Z. Kalbacher, & Susan E. Bently



The Real Dirt

The Real Dirt (264-pp.) is a compilation of the acquired wisdom and experience of organic and sustainable farmers from throughout the Northeastern United States. Topics include: What makes a farm organic?, compost and manure, vegetable, herb and tree fruit production, and marketing your products. \$13.95

To order, contact

Sustainable Agriculture Publications
Room 12, Hills Bldg.
University of Vermont
Burlington, VT 05405
Telephone: 802-656-0471
Fax: 802-656-4656
E-mail: msimpson@zoo.uvm.edu

The Real Dirt

Farmers Tell About Organic and Low-Input Practices in the
Northeast



Proceedings of the National Small Farm Conference

Nearly 300 participants from the land-grant system, farms, and the public and private sectors attended the National Small Farm Conference September 10 - 13, 1996. The conference proceedings provide records of addresses and discussions focusing on research and extension needs; the 1996 Farm Bill; national policy for small farms; technology transfer; environmental issues; program delivery; research and extension priorities; program impacts and accountability; marketing strategies; economic opportunities; and social issues.

For a copy of the proceedings, contact:
LaTracey Lewis
USDA-CSREES, 892 Aerospace Center
Stop 2220, Washington, DC 20250
Telephone: 202-401-4587
Fax: 202-401-4888
E-mail: llewis@reeusda.gov

PROCEEDINGS



Used Farm Equipment

This booklet will help you assess the quality, safety, and economic aspects of used farm equipment. Topics include quick visual inspection, lubricants, power transfer parts, tractors, hydraulic systems, and economics of owning and the economic considerations involved in owning and operating such equipment.

To obtain a copy, contact:

North East Regional Agricultural
Engineering Service,
Cooperative Extension
Cornell University
152 Riley-Robb Hall
Ithaca, NY 14853-5701
Phone: 607-255-7654
Fax: 607-254-8770
E-mail: nraes@cornell.edu

NRAES-25

USED FARM EQUIPMENT

*Assessing Quality, Safety,
and Economics*



SMALL FARMS SERIES

Northeast Regional Agricultural Engineering Service

CALENDAR OF EVENTS

DATE	EVENT	LOCATION	CONTACT
Jan 31-Feb 1	North American Farmers' Direct Marketing Conf.	Albuquerque, NM	Vance Corum 360-693-5500
Feb. 10 - 12	Agricultural Equipment Technology Conference	Louisville, KY	Susan Buntjer (616) 428-6327
Feb. 12 - 13	Maine Event Reduced - Till Conference	Denver, CO	1-800-449-1228
Feb 13	Greenhouse Survival Skills	Glassboro, NJ	Fran Adelaja 908-932-9171 Ext. 31
Feb. 22 - 24	United Fresh Fruit and Vegetable Association's Fresh World '97	Orlando, FL	703-836-3410
Feb. 23 - 25	14th Annual California Farmer Conference Riverside Conv Cntr.	Riverside, CA	916-752-8136
Feb 28	Grain Marketing	Mercer, NJ	Fran Adelaja 908-932-9171 Ext. 31

Submission of Articles for the Small and Part Time Farms' Newsletter

If you would like to feature small farm success stories, innovations, field days, upcoming events, publications, etc. in this newsletter, please send your information to us no later than April 4, 1997 for the Spring issue.

Circulation

This newsletter is circulated throughout the land grant colleges, and universities in the United States and the territories, and to groups, farmers, or individuals who are interested in small and part time farm programs being conducted within the land grant university system. This is a publication of USDA/CSREES-Plant and Animal Production, Protection, and Processing Division.

For more information, I can be reached at the following address:

Denis Ebodaghe
National Program Leader
Small Farms/Soil Science
USDA/CSREES-PAPPP
Stop 2220, 860 Aerospace Center
901 D Street, S.W.
Washington, DC 20250
Phone: 202-401-4385
Fax: 202-401-5179
E-mail: debodaghe@reeusda.gov

Maps of U. S. Farms By Value of Sales

The U. S. Census Bureau has produced 7 maps depicting farms by value of sales in counties throughout the United States. The diagrams, based on data from the latest (1992) Census, depict the nationwide distribution of farms with sales values ranging from less than \$2,500 to \$100,000 or more.

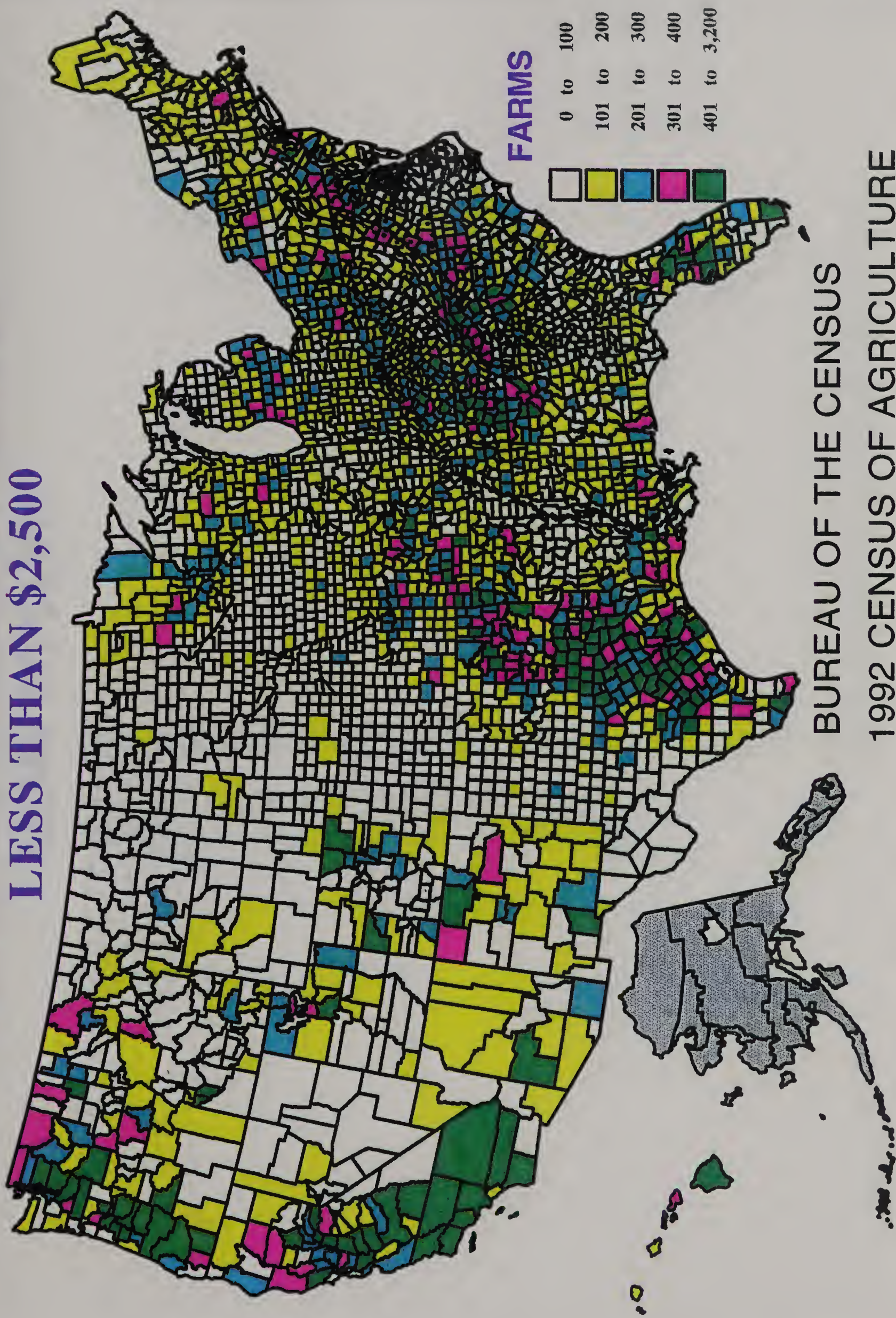
It is interesting to note the distribution of farms by value of sales in various geographic locations. States such as West Virginia and Kentucky tend to have many farms with value of sales less than \$9,999. In contrast, farms of larger values tend to be found in the Midwestern states, parts of California, Florida, and in a few other states.

These maps are attached:

SOURCE:

U. S. Census Bureau

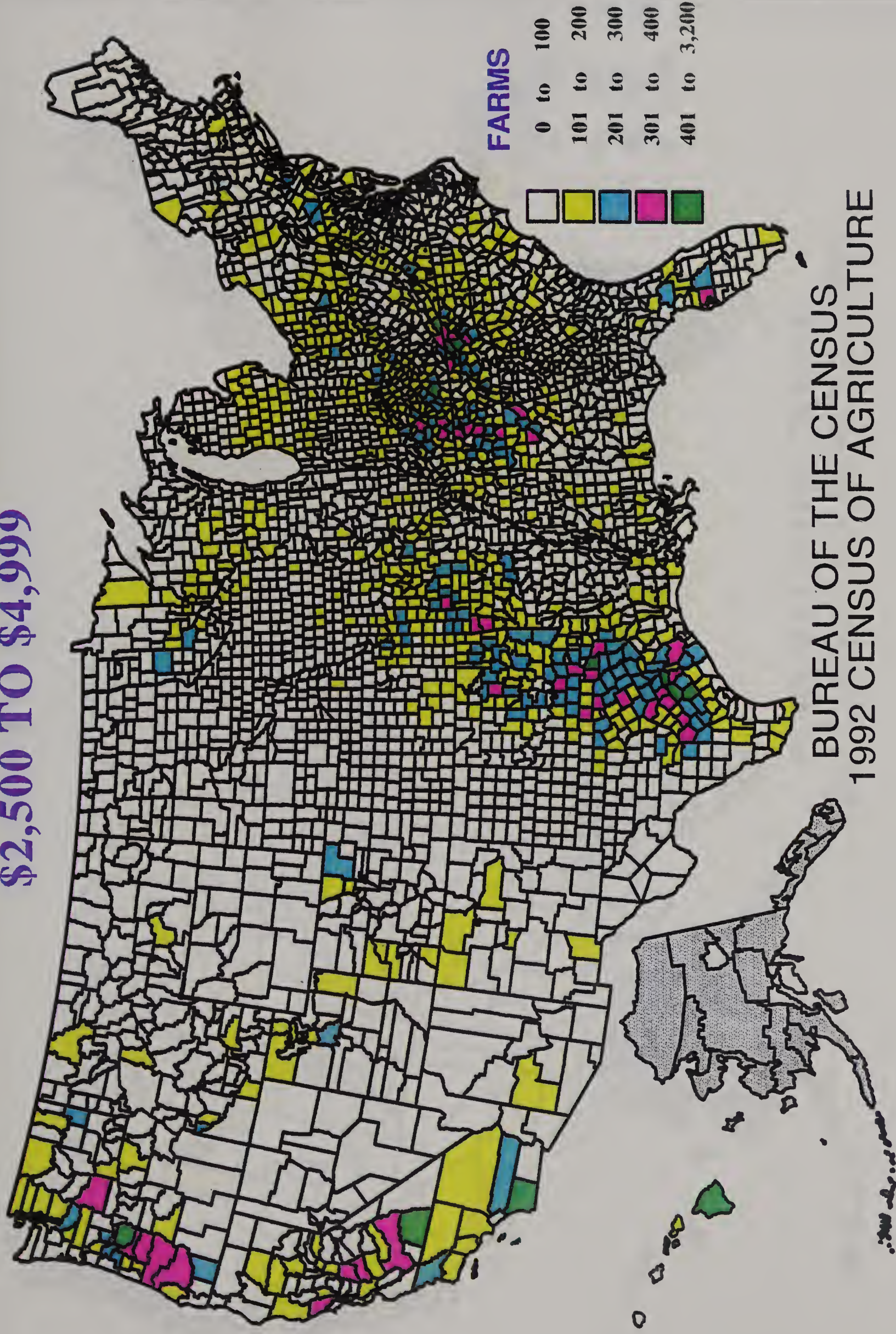
FARMS BY VALUE OF SALES LESS THAN \$2,500



BUREAU OF THE CENSUS
1992 CENSUS OF AGRICULTURE

FARMS BY VALUE OF SALES

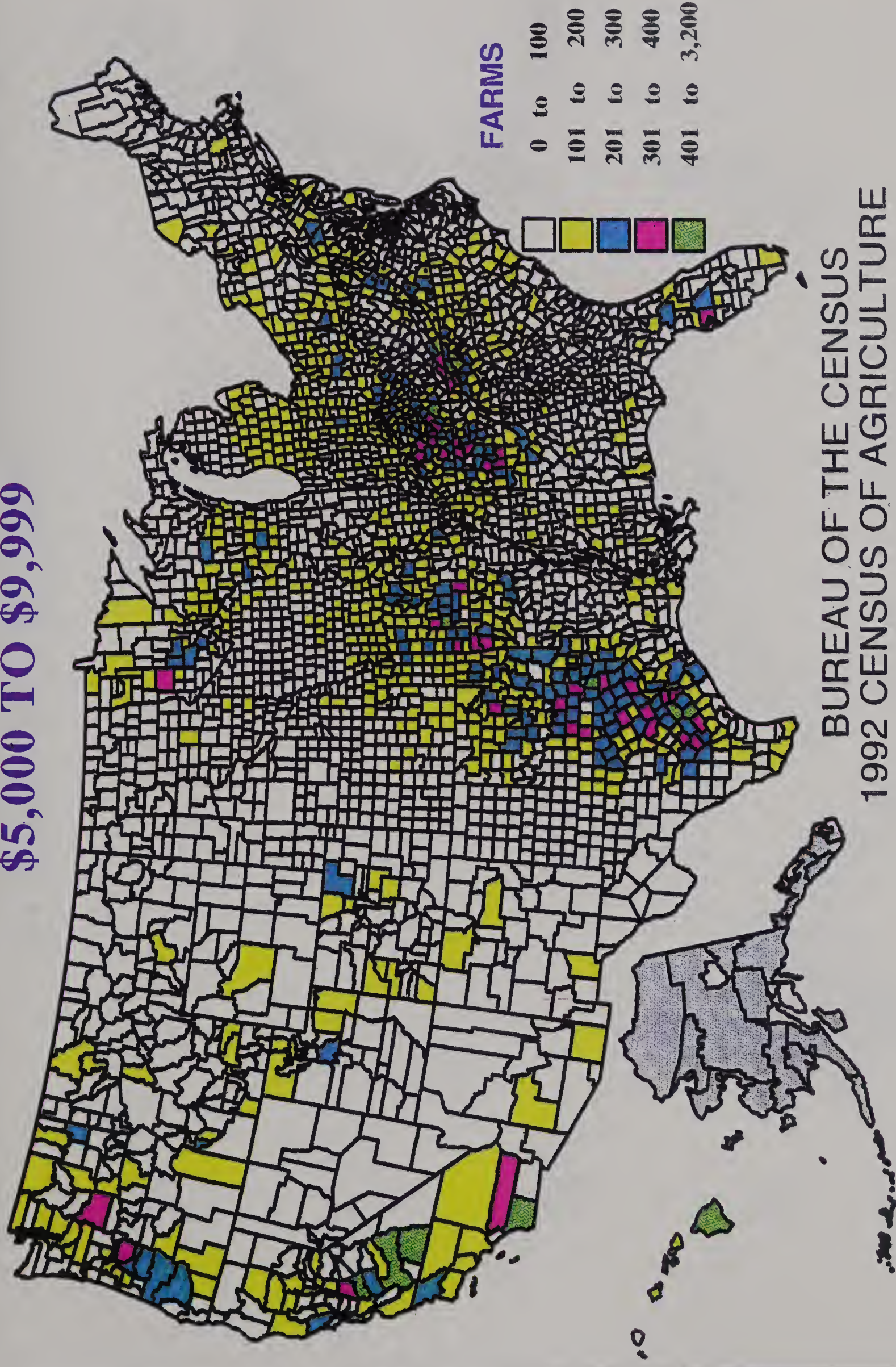
\$2,500 TO \$4,999



BUREAU OF THE CENSUS
1992 CENSUS OF AGRICULTURE

FARMS BY VALUE OF SALES

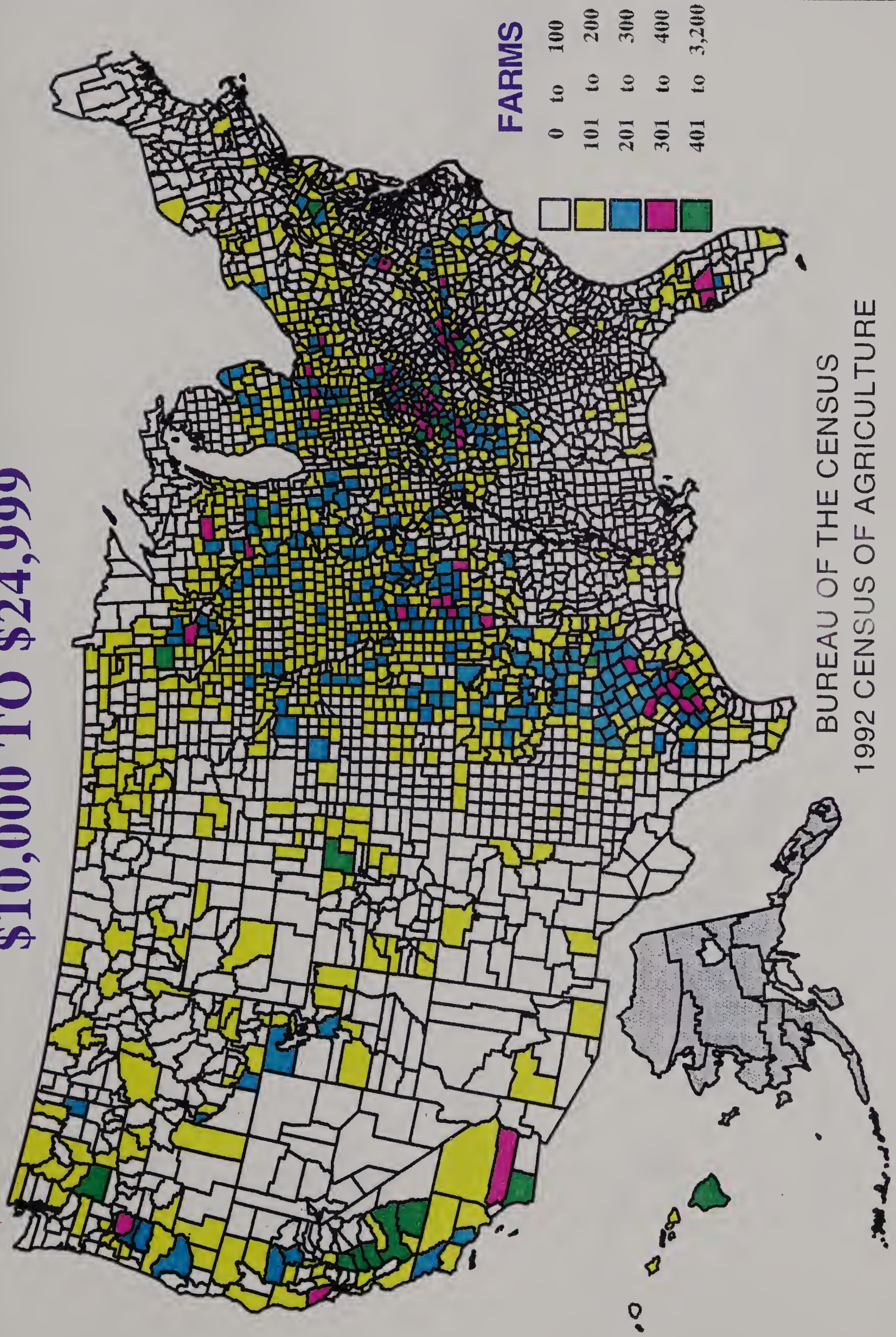
\$5,000 TO \$9,999



BUREAU OF THE CENSUS
1992 CENSUS OF AGRICULTURE

FARMS BY VALUE OF SALES

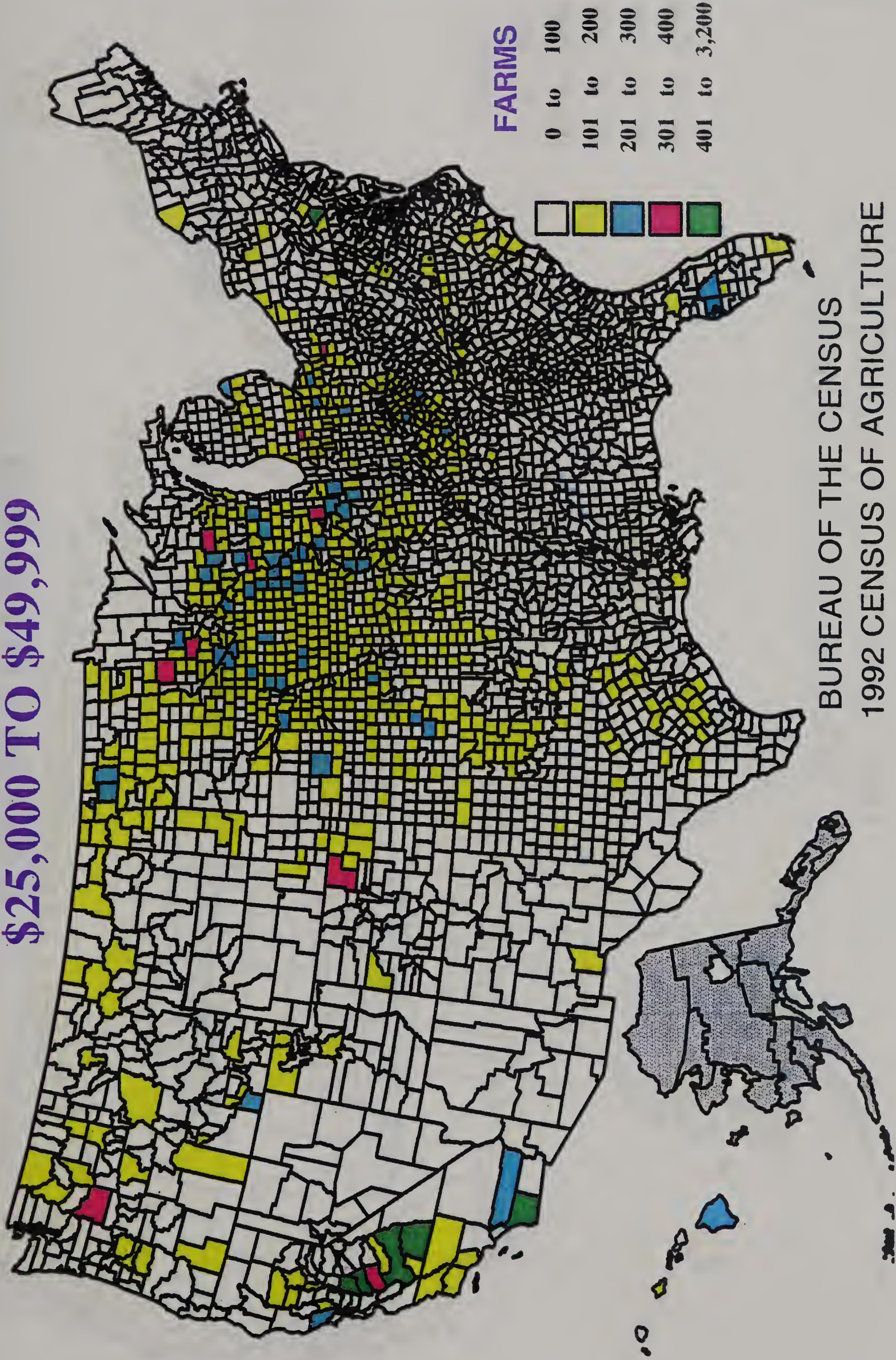
\$10,000 TO \$24,999



BUREAU OF THE CENSUS
1992 CENSUS OF AGRICULTURE

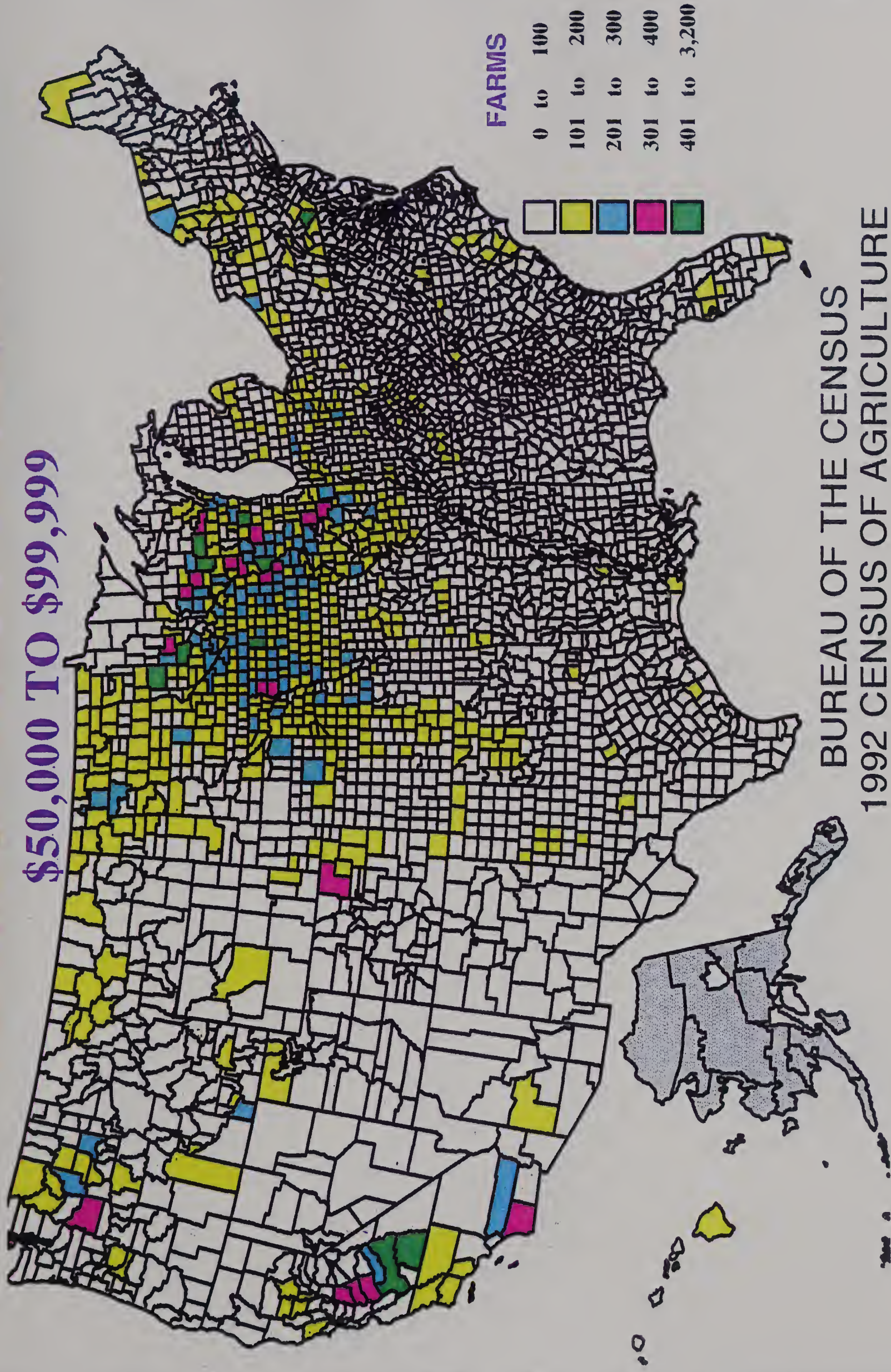
FARMS BY VALUE OF SALES

\$25,000 TO \$49,999



FARMS BY VALUE OF SALES

\$50,000 TO \$99,999



BUREAU OF THE CENSUS
1992 CENSUS OF AGRICULTURE

FARMS BY VALUE OF SALES

\$100,000 OR MORE

